



CHANNEL PARTNER STORY

Why Brown & Brown Insurance Partnered with bswift

Brown & Brown Insurance

Steve Piccolino
Vice President,
National Benefits Technology

INDUSTRY

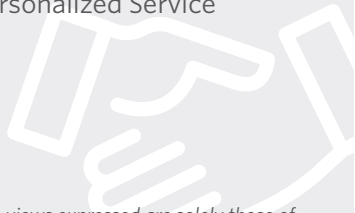
Insurance

THE STORY

Brown & Brown Insurance was seeking a benefits administration partner that offered a highly customizable platform for the unique needs of their customers. With bswift, they're able to offer a flexible and efficient solution that gives them a competitive advantage in the marketplace.

WHY bswift

Highly Customizable
Efficient Technology
Personalized Service



The views expressed are solely those of the individual and do not necessarily reflect the views of Brown & Brown Insurance.

“With bswift, we feel like we’re walking into the room with a competitive advantage that will help us not only land the customer, but also serve them better than any competitor could.”



“The people that we work with at bswift have been fantastic...they’re qualified people who work very hard to help us understand and troubleshoot the technology, as well as strategize on how to implement more of it.”

“bswift is on a mission to be the best software company in the marketplace.”

If I could describe bswift in three words:

Secure, Highly Functional, Market Leader

CUSTOMIZABLE

“I would recommend bswift because of the functionality they offer. I don’t care what you throw at me – bswift can handle it.”

EFFICIENT

“We can help our customers automate processes with bswift and free up their resources to do more strategic things.”

SERVICE

“We receive great feedback from our customers regarding the ease of implementation of bswift.”

“We feel like bswift shares the same passion that we have for our own customers... they’re motivated to grow with us.”

“We have a number of customers in the financial services industry...we went to bswift with a number of factors that they required in order for us to put their data in the bswift system. bswift worked hard with us to ensure that we were able to get those customers on board.”

“When choosing bswift, the personalized service they offered our team was really a key factor.”